

**A RESOLUTION
BY FINANCE/EXECUTIVE COMMITTEE**

10- R -0944

A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO A COOPERATIVE PURCHASING AGREEMENT PURSUANT TO SECTION 2-1604 ET. SEQ. OF THE CITY OF ATLANTA CODE OF ORDINANCES, UTILIZING THE UNITED STATES OF AMERICA GSA SCHEDULE #GS-35F-0111K, SOFTWARE HOUSE INTERNATIONAL (PRINCIPAL DECISION SYSTEMS INTERNATIONAL [PDSI] TELE STAFF WORKFORCE MANAGEMENT) IN AN AMOUNT NOT TO EXCEED SIXTY NINE THOUSAND ONE HUNDRED SEVEN AND NINETY FIVE CENTS (\$69,107.95). ALL CONTRACTED WORK TO BE CHARGED AND PAID FROM PATEO (P) 19200769, (A) 770191491 (T) 109 (E) 5213001 (O) COA; AND FOR OTHER PURPOSES.

WHEREAS, the City of Atlanta ("City") Department of Corrections in Resolution 09-R0542 was permitted to enter into agreement FC-4782, Jail Management System with Police Central, Inc, for the purpose of processing, tracking , and classification of its detainees and;

WHEREAS, said agreement included the scope of work for staff scheduling and inmate transport vehicle and;

WHEREAS, Police Central, Inc. will not be providing said scope of work and;

WHEREAS, the Department of Procurement has been duly notified of the Scope of Work Reduction for FC-4782 and;

WHEREAS, said contract (FC-4782) is thereby reduced by the sum of sixty nine thousand one hundred seven and ninety five cents (\$69,107.95) and;

WHEREAS, pursuant to Section 2-1604 of the City of Atlanta Code of Ordinances, The Chief Procurement Officer may enter into an agreement, independent of the requirements of divisions 4 and 8 of this article, with any public procurement unit for the cooperative use of supplies or services under the terms agreed upon between the parties and;

WHEREAS, the City Attorney and the Chief Procurement Officer recommend utilizing the United States of America GSA Schedule #GS-35F-0111K, Software House International (Principal Decision Systems International [PDSI] Tele Staff Workforce Management).

THE CITY COUNCIL OF THE CITY OF ATLANTA, GEORGIA HEREBY RESOLVES, that the Mayor is authorized to enter into an appropriate contractual agreement with The United States Of America GSA Schedule #GS-35F-0111K, Software House International (Principal Decision Systems International [PDSI] Tele Staff Workforce Management) .

BE IT FURTHER RESOLVED, that all contracted work will be charged to PATEO (P) 19200769, (A) 770191491 (T) 109 (E) 5213001 (O) COA; AND FOR OTHER PURPOSES

BE IT FURTHER RESOLVED, that the Chief Procurement Officer be and is hereby directed to prepare the appropriate contractual agreements for execution by the Mayor.

BE IT FINALLY RESOLVED, that the agreement will not become binding upon the City and the City will incur no obligation or liability under it until it has been approved by the City Attorney as to form, executed by the Mayor, attested to by the Municipal Clerk, and delivered to the contracting parties.

**Department of Procurement
Legislative Summary**

Committee of Purview:
Finance/Executive

Caption:

Council Meeting Date:

Legislation Title: Cooperative Purchasing Agreement utilizing The United States of America GSA Schedule #GS-35F-0111K, Software House International Principal Decision Systems International [PDSI] Tele Staff Workforce Management for FC-4782, Jail Management System.

Requesting Dept.: Corrections

Contract Type: Jail Management System

Source Selection: RFP

Bids/Proposals Due: N/A

Number of Proposals Received: N/A

Bidders/Proponents: N/A

Justification Statement: N/A

Background: Department of Corrections in Resolution 09-R0542 was permitted to enter into agreement FC-4782, Jail Management System with Police Central, Inc, for the purpose of processing, tracking, and classification of its detainees, said agreement included the scope of work for staff scheduling and inmate transport vehicle and Police Central, Inc. will not be providing said scope of work.

Fund Account Center: DEPARTMENT ORGANIZATION AND ACCOUNT NUMBER (FUND) 7701 (DEPT ORG) 190101 (ACCOUNT) 5222001 (PROJECT) 200769 (FUNDING SOURCE) 91466; AND FOR OTHER

Source of Funds: N/A

Fiscal Impact: Sixty nine thousand one hundred seven and ninety five cents (\$69,107.95)

Term of Contract: N/A

Approvals:

DOF: YES

DOL: YES

Prepared By: Elsa D. Castro

Contact Number: x6426



CITY OF ATLANTA

KASIM REED
MAYOR

254 Peachtree Street, S. W. • Atlanta, Georgia 30303
TEL: (404) 865-8001 • FAX: (404) 658-6064

DEPARTMENT OF CORRECTIONS
PRISCILLA DOGGETT
INTERIM CHIEF

Memorandum

TO: Chief of Staff Candace L. Byrd, Office of the Mayor

FROM: Assistant Chief Diane Jones, Atlanta Department of Corrections

DATE: March 8, 2010

Subject: PDSI Legislation

The PDSI legislation submitted to the Chief of Staff's (COS) office was returned to Corrections on Monday of this week. After a discussion with Donna (COS Assistant), we were informed the reason for its return was the COS did not understand why the legislation reflected two request and dollar amounts. This memorandum is in response to the COS request for an explanation.

The legislation submitted included the request to reduce the scope of work for the Jail Management System (JMS) and to fund the contract with Principal Decision Systems International (PDSI).

When the contract for the JMS was initiated, one of the many software features included was a "staffing module." During the development and implementation stages of the project we learned the included staffing module would not suffice and the contracted company could not modify it to meet our needs. We then located a company (PDSI) that specializes in staffing systems. The decision at this point was to eliminate the staffing module feature of the JMS and to procure the independent system.

In order to fund the new staffing system, which cost \$69,107.95, we submitted a request to reduce the scope of work of the JMS contract by \$73,250.00. The difference in the amount of the contract reduction and the cost of the new system occurred as a result of the requirement to reduce the JMS scope of work based on specified cost for each software module. To acquire the necessary amount to fund PDSI, we reduced the cost of two JMS modules. In addition to the elimination of the JMS "staffing module," we eliminated the "inmate transport" module which would not be utilized under the reorganization of the department. The total of the two modules equaled \$73,250.00, which would cover the cost for the new system.

DEPT. OF PROCUREMENT
CITY OF ATLANTA

PDSI Legislation
March 8, 2010
Page ~2~

Scope of Work	Cost
Staff Scheduling	\$44,750.00
Inmate Transport Vehicle	\$28,500.00
Total	\$73,250.00

If further explanation is required, please contact my office at 404-865-8013 or Mrs. Rubennia Woods, Legislative Analyst for our department at 404-865-8084.

Thank you for your cooperation to this matter.

DJ/lgb

Cc: Mrs. Rubennia Woods

**Department of Procurement
Legislative Summary**

Committee of Purview: Finance/Executive

Caption:

Council Meeting Date: April 19, 2010

Legislation Title: Cooperative Purchasing Agreement utilizing The United States of America GSA Schedule #GS-35F-0111K, Software House International Principal Decision Systems International [PDSI] Tele Staff Workforce Management

Requesting Dept.: Corrections

Contract Type: Workforce management

Source Selection: Sole source/GSA schedule

Bids/Proposals Due: N/A

Number of Proposals Received: N/A

Bidders/Proponents: N/A

Justification Statement: N/A

Background: Department of Corrections in Resolution 09-R0542 was permitted to enter into agreement FC-4782, Jail Management System with Police Central, Inc, for the purpose of processing, tracking, and classification of its detainees, said agreement included the scope of work for staff scheduling and inmate transport vehicle and Police Central, Inc. will not be providing said scope of work.

Fund Account Center: PATEO (P) 19200769, (A) 770191491 (T) 109 (E) 5213001 (O) COA;

Source of Funds: N/A

Fiscal Impact: Sixty nine thousand one hundred seven and ninety five cents (\$69,107.95)

Term of Contract: N/A

Approvals:

DOF: YES

DOL: YES

Prepared By:
Contact Number:

Rubennia W. Woods
x8084

Kathryn Prancevic

Subject: FW: SHI Quote 3470677, TeleStaff Components
Attachments: TSLA120809.doc



Pricing Proposal
 Quotation #: 3470677
 Created On: Dec-09-2009
 Valid Until: Mar-31-2010

Atlanta Department of Corrections

Elsa Castro
 254 Peachtree Street SW
 Atlanta, GA 30303
 United States
 Phone:
 Fax:
 Email: ECastro@AtlantaGa.gov; ahinton@atlantaga.gov

Account Representative

Scott Gatarz
 33 Knightbridge Road, Piscataway, NJ
 08854
 Phone: 888-591-3400
 Fax: 877-289-6088
 Email: Scott_Gatarz@shi.com

All Prices are in US Dollar(USD)
 Product

	Qty	Your Price	Total
1 TeleStaff Enterprise Software License TeleStaff - Part#: 132-33	315	\$129.78	\$40,880.70
2 TeleStaff Implementation Services TeleStaff - Part#: 132-33	315	\$38.63	\$12,168.45
3 Sybase Concurrent Connections TeleStaff - Part#: 132-33	20	\$115.88	\$2,317.60
4 12 Port Telephony Hardware TeleStaff - Part#: 132-8	1	\$2,430.00	\$2,430.00
5 12 Port Telephony License (Dongle) TeleStaff - Part#: 132-8	1	\$2,041.20	\$2,041.20
6 Travel for On Site-Configuration TeleStaff - Part#: 132-50	1	\$4,635.00	\$4,635.00
7 TeleStaff Custom Reporting TeleStaff - Part#: 132-33	1	\$4,635.00	\$4,635.00
Subtotal			\$69,107.95
Total			\$69,107.95

Additional Comments

GSA Schedule GS-35F-0111K, expires March 31, 2010.
 DUNS# 61-142-9481. Fed Tax ID #22-3009648.
 CCR# 61-243957G. Cage Code: 1HTF0.
 FOB Destination. Delivery 15 Days ARO.

Remit to:
 Software House International
 P.O. Box 8500-41155
 Philadelphia, PA 19178-8500

DEPARTMENTAL AUTHORIZATION

SHI PRODUCT PRICING AGREEMENT

Under the GSA Schedule Contract, **SHI** is required to guarantee to GSA that the prices proposed will not increase during the first twelve (12) months of the Contract. On or after the first twelve (12) months of the Contract period, price increases may be requested provided that the increases are a result of a reissue or other modification of your commercial catalog/pricelist that was used as the basis for the Contract award. **SHI** can only request an increase three (3) times within each twelve (12) month period that cannot exceed 10% of the Contract unit price in effect at the end of the preceding twelve (12) month period.

As a consequence, manufacturers who wish their products included in **SHI's** GSA Schedule Contract must agree to provide this same level of price protection to **SHI** for GSA Schedule Contract orders.

When you execute the original copy of the **SHI** Product Pricing Agreement and return it to **SHI** you have not yet committed to any pricing levels. When **PDSI** is awarded on **SHI's** Schedule B/C Contract, a listing of **PDSI's** awarded products and **SHI** cost will be attached to the **SHI** Product Pricing Agreement as Exhibit A. **SHI** will then execute the Product Pricing Agreement and forward a copy to you.

IT IS YOUR RESPONSIBILITY TO KEEP SHI UPDATED AS TO PRODUCTS AND PRICING UNTIL CONTRACT AWARD.

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IT IS YOUR RESPONSIBILITY TO KEEP SHI UPDATED AS TO PRODUCTS AND PRICING UNTIL CONTRACT AWARD.

PRODUCT PRICING AGREEMENT

Re: Contract resulting from Solicitation Number: FCIS-JB-980001B ("Solicitation")

Purpose: PSS for General Purpose Commercial Information Technology Equipment, Software, and Services

FSC Group 70

Period: Contracts awarded under this standing solicitation will commence on the Date of Award and end five years from that date (unless contract is canceled/terminated or extended).

THIS PRODUCT PRICING AGREEMENT (the "Agreement") is entered into as of March 9, 2009, 2009, between SHI "Dealer", with principal offices located at 33 Knightsbridge Road, Piscataway, NJ 08854, and PDSI "Vendor" with principal offices located at 50 Corporate Park, Irvine, CA 92606.

In the event of a Contract ("Contract") issued to SHI as a result of the above referenced Solicitation, the parties agree during the Contract and any extensions ("Contract Period") to the following:

1. **Products on Contract Award** - Any Vendor products ("Products") supplied to SHI for the first twelve (12) months of the Contract Period shall be sold to SHI at a cost no higher than the cost at the time the Products were included on the initial Contract award. If a discount from Manufacturer's Suggested Retail Price (MSRP) is specified to SHI by Vendor, that discount ratio will be maintained throughout the Contract Period. The Products on the initial Contract award are listed on Exhibit A attached hereto.
2. **Products Added to Contract Post-award** - For any twelve (12) month period, all Vendor Products to be subsequently added to the Contract post-award shall be sold to SHI at a cost no higher than the cost at the time the Products are added to the Contract (in which case Exhibit A shall be deemed to be automatically amended to reflect the additional Products and associated costs). If a discount from Manufacturer's Suggested Retail Price (MSRP) is specified to SHI by Vendor at time of modification to the Contract, that discount ratio will be maintained throughout the balance of the Contract Period.
3. **Inventory Protection** - In the event of decreases in the cost of any Product on the Contract, the decreased cost shall apply to all units of the Product in SHI's inventory. Vendor, upon receipt of supporting documentation from SHI, shall promptly credit SHI's account for the difference between the cost paid by SHI for each inventoried unit and the current reduced cost.
4. **State/Local "Clone" Contracts** - Vendor agrees to extend the product pricing established by this Agreement to SHI state and local government Contracts when such Contracts' pricing is based on and follows the Contract.
5. **Contract Terms & Conditions** - This Agreement incorporates all clauses in the Contract that SHI is required, by the terms of the Contract, to flow down to its suppliers.

This Agreement contains the parties' entire understanding with respect to Vendor product pricing concerning the Contract, and supersedes all prior or contemporaneous representations or agreements, written or oral, with respect to the subject of such product pricing.

This Agreement shall begin on the above date and shall expire at the end of the Contract Period. Breach of any of the terms of this Agreement will not permit either party to terminate or rescind this Agreement, but will only give rise to, at the election of the aggrieved party, an action for damages or specific performance to the extent permitted under applicable law. This Agreement may only be terminated or amended by mutual written agreement signed by duly authorized executive officers of both parties.

Each party warrants that the individuals signing this Agreement on its behalf is duly authorized to bind the company

Dealer:

By: SHI International Corp

Print Name: Michael Mattern

Name: Michael Mattern

Title: GSA Administrator

Vendor:

By: Principal Decision Systems, International

Print Name: Greg Ekstrom

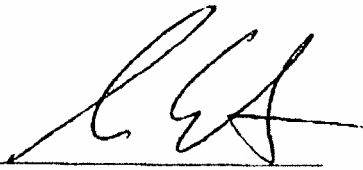
Name: Greg Ekstrom

Title: President

**TeleStaff****AUTHORIZATION STATEMENT
PDSI**

I, **Greg Ekstrom**, **President** of **PDSI** do hereby certify that the person named below has the authority to execute, on behalf of **PDSI**, all required correspondence and certificates relating to GSA Solicitation No. #FCIS-JB-980001B.

Kathryn Prancevic
National Sales Manager


(Signature of Corporate Officer)

3/10/09
Date

Greg Ekstrom
(Print or Type Name)

President
(Print or Type Corporate Title)

MANUFACTURER CONTACT AND ADDRESSES

Provide the following information for GSA:

1. GSA may need to contact your company directly regarding some portion of your vendor package. Therefore, please provide the following information regarding the best person in your company to answer questions regarding the data you are providing in this package:

Company Name: Principal Decisions

Contact Name: Kathryn Prancevic

Contact Title: National Sales Manager

Address: 50 Corporate Park

Irvine, CA 92606

Phone #: (800) 850-7374 X1209

FAX #: (714) 703-2795

Internet Address: KathrynP@TeleStaff.com

2. Please indicate type of business:

 X Small Business Foreign-Owned Woman-Owned

 Large Business Disadvantaged

COMMERCIAL SALES PRACTICES SUMMARY

1. Provide the dollar value of sales to the general public at or based on an established catalog or market price during the previous 12 month period or the Offeror's last fiscal year. PDSI sold \$ 4,500,000 in New Sales in 2008. New sales includes TeleStaff software, TeleStaff implementation, Gateway Manger module, Reporting module, Auctions module, Sybase connections, dialogic cards, dongles training and self hosted internet access. It does not include any annual maintenance paid by customers that are in year two or beyond. The maintenance fee listed in SIN 132-34 would be prepaid maintenance. Sales of \$4.5M is for 2008 with a beginning date of January 1, 2008 and ending December 31, 2008. In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).
2. Show your total projected annual sales to the Government under this contract for the contract term, excluding options, for each SIN offered. If you currently hold a Federal Supply Schedule contract for the SIN the total projected annual sales should be based on your most recent 12 months of sales under that contract

The following Special Item Numbers are offered:

132-3 Leasing of Equipment

132-8 Purchase of Equipment

132-12 Maintenance of Equipment, Repair Service and/or Repair/Spare Part

132-32 Term Software License

132-33 Perpetual Software License

4,200,0000

132-34 Maintenance of Software

100,000

132-50 Training Courses

200,000

132-51 Professional Information Technology Services

132-52 Electronic Commerce Services

3. Based on your written discounting policies, (or standard commercial sales practices in the event you do not have written discounting policies), are the discounts/concessions which you offer the Government equal to or better than your best price (discount and concessions in any combination) offered to any customer acquiring the same items regardless of quantity or terms and conditions? YES X NO _____. (See definition of "concession" and "discount" in 552.212-70.)
4. (a) Based on your written discounting policies (standard commercial sales practices in the event you do not have written discounting policies), provide information as requested for each SIN (or group of SINs for which the information is the same) in accordance with the instructions at Table 515-1 which is provided in this solicitation for your convenience. The information should be provided in the chart below or in an equivalent format developed by the Offeror. Rows should be added to accommodate as many customers as required. See definition of "concession" and "discount" in 552.212-70.
- (b) Do any deviations from your written policies or standard commercial sales practice which have been disclosed ever result in better discounts (lower prices) or concessions than indicated? YES _____ NO X. If YES, explain deviations in accordance with the instructions at Table 515-1 which is provided for your convenience.

COMMERCIAL SALES PRACTICE CHART FOR:
SIN 132-8
Special Item Number (SIN)

COLUMN 1 Customer or Category of Customer	COLUMN 2 Standard Discount	COLUMN 3 Standard Quantity or Volume of Sales Discounts	COLUMN 4 FOB Delivery Term	COLUMN 5 Concessions
Distributors (sells only to Dealers/Resellers)	10%	0%	Upon contract execution and completion of training	None
Dealers/Resellers (resell to end users)	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
VAR/Systems Integrators	10%	0%	Upon contract execution and completion of training	None
Original Equipment Manufacturers	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
State & Local Governments	0%-5%	0%	Upon contract execution and completion of training	None

Educational Institutions	0%-5%	0%	Upon contract execution and completion of training	None
	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
National Accounts	0%-5%	0%	Upon contract execution and completion of training	None
	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
End Users				

SHI PRODUCT PRICING AGREEMENT

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This Agreement contains the parties' entire understanding with respect to Vendor product pricing concerning the Contract, and supersedes all prior or contemporaneous representations or agreements, written or oral, with respect to the subject of such product pricing.

This Agreement shall begin on the above date and shall expire at the end of the Contract Period. Breach of any of the terms of this Agreement will not permit either party to terminate or rescind this Agreement, but will only give rise to, at the election of the aggrieved party, an action for damages or specific performance to the extent permitted under applicable law. This Agreement may only be terminated or amended by mutual written agreement signed by duly authorized executive officers of both parties.

Each party warrants that the individuals signing this Agreement on its behalf is duly authorized to bind the company

Dealer:

By: SHI International Corp

Print Name: Michael Mattern

Name: Michael Mattern

Title: GSA Administrator

Vendor:

By: Principal Decision Systems, International

Print Name: Greg Ekstrom

Name: Greg Ekstrom


Title: President



AUTHORIZATION STATEMENT
PDSI

I, **Greg Ekstrom, President** of **PDSI** do hereby certify that the person named below has the authority to execute, on behalf of **PDSI**, all required correspondence and certificates relating to GSA Solicitation No. #FCIS-JB-980001B.

Kathryn Prancevic
National Sales Manager


(Signature of Corporate Officer)

3/10/09
Date

Greg Ekstrom
(Print or Type Name)

President
(Print or Type Corporate Title)

MANUFACTURER CONTACT AND ADDRESSES

Provide the following information for GSA:

1. GSA may need to contact your company directly regarding some portion of your vendor package. Therefore, please provide the following information regarding the best person in your company to answer questions regarding the data you are providing in this package:

Company Name: Principal Decisions

Contact Name: Kathryn Prancevic

Contact Title: National Sales Manager

Address: 50 Corporate Park

Irvine, CA 92606

Phone #: (800) 850-7374 X1209

FAX #: (714) 703-2795

Internet Address: KathrynP@TeleStaff.com

2. Please indicate type of business:

 X Small Business Foreign-Owned Woman-Owned

 Large Business Disadvantaged

COMMERCIAL SALES PRACTICES SUMMARY

1. Provide the dollar value of sales to the general public at or based on an established catalog or market price during the previous 12 month period or the Offeror's last fiscal year. PDSI sold \$ 4,500,000 in New Sales in 2008. New sales includes TeleStaff software, TeleStaff implementation, Gateway Manger module, Reporting module, Auctions module, Sybase connections, dialogic cards, dongles training and self hosted internet access. It does not include any annual maintenance paid by customers that are in year two or beyond. The maintenance fee listed in SIN 132-34 would be prepaid maintenance. Sales of \$4.5M is for 2008 with a beginning date of January 1, 2008 and ending December 31, 2008. In the event that a dollar value is not an appropriate measure of the sales, provide and describe your own measure of the sales of the item(s).
2. Show your total projected annual sales to the Government under this contract for the contract term, excluding options, for each SIN offered. If you currently hold a Federal Supply Schedule contract for the SIN the total projected annual sales should be based on your most recent 12 months of sales under that contract

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- (b) Do any deviations from your written policies or standard commercial sales practice which have been disclosed ever result in better discounts (lower prices) or concessions than indicated? YES NO X. If YES, explain deviations in accordance with the instructions at Table 515-1 which is provided for your convenience.

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SIN 132-8
Special Item Number (SIN)

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Dealers/Resellers (resell to end users)	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
VAR/Systems Integrators	10%	0%	Upon contract execution and completion of training	None
Original Equipment Manufacturers	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
State & Local Governments	0%-5%	0%	Upon contract execution and completion of training	None

Educational Institutions	0%-5%	0%	Upon contract execution and completion of training	None
			Upon contract execution and completion of training	None
National Accounts	0%-5%	0%	Do not sell to this class of customer	Do not sell to this class of customer
			Do not sell to this class of customer	Do not sell to this class of customer
End Users	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer



March 16, 2009

General Services Administration
FSS-GSA-FCI
Room 606
2200 Crystal Drive
Arlington, VA 22202

Re: (SHI International Corp)
GSA Schedule Contract # GS-35F-0111K
FSS Information Technology Federal Supply Schedule
Group 70

LETTER OF SUPPLY

Principal Decision Systems International (PDSI) agrees that it will supply SHI International Corp (SHI) with sufficient quantities of the offered products for the duration of the Contract period (or such later date as Award occurs), and any extension thereof, to meet the Government's needs under any Contract which results from SHI's proposal under GSA Schedule Contract # GS-35F-0111K. PDSI hereby authorizes SHI to include all current and future products in SHI's GSA Schedule Contract.

COMMERCIAL PRODUCT CERTIFICATION

PDSI certifies that all products proposed for inclusion on the initial Contract or any subsequent Contract modifications are newly manufactured products, are regularly used for other than Government purposes and are sold or traded in the course of normal business operations.

COMMERCIAL SUPPLY ITEMS

Your company classifies SHI as a:

☐ Distributor ☒ Dealer/Reseller ☐ Value Added Reseller/Systems Integrator

Your company is granting SHI an ☐ exclusive, ☒ non-exclusive Letter of Supply for this contract.

DISCOUNT TO DEALER

PLEASE CHECK [T] THOSE THAT APPLY TO YOUR DISCOUNT STRUCTURE

[X] The discount being offered to SHI is 10 %.

If the discount is based on volume levels or is product dependent, provide information to explain such discounts.

[] PDSI sells products only through distribution.

PRICE PROTECTION

Any products supplied to SHI for the first twelve (12) months of the Contract period shall be sold to at a cost no higher than the cost at the time the products were included on the initial Contract award. The discount ratio from Manufacturer's Suggested Retail Price (MSRP) as specified above will be maintained throughout the Contract period.

PRICE REDUCTION NOTIFICATION

PDSI also agrees to notify SHI immediately when any of the following occur:

- Reduction of commercial list price of any product listed on a GSA Schedule Contract
- Decrease in dealer cost for any product listed on a GSA Schedule Contract
- Temporary price reductions, rebates and/or promotions offered to commercial customers
- Changes in standard commercial discounting practices as set forth in the accompanying Commercial Sales Practices Information.

TRADE AGREEMENTS ACT CERTIFICATE (DEVIATION)

- (a) PDSI hereby certifies that each end product to be delivered under this Contract is a U.S. made end product, a designated country end product, a Caribbean Basin country end product, a Canadian end product, or a Mexican end product as defined in the clause entitled "Trade Agreements Act" FAR 52.225-5.
- (b) Offers will be evaluated in accordance with Subpart 25.4 of the Federal Acquisition Regulation except that offers of U.S. made end products, designated country end products, Caribbean Basin country end product, Canadian end product, or Mexican end product shall be evaluated without the restrictions of the Buy American Act or the Balance of Payments Program.

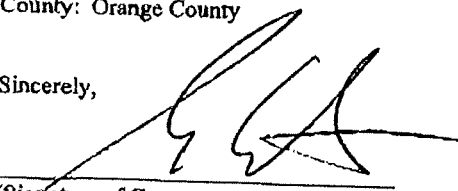
PRODUCTION POINT

Address: 50 Corporate Park

City, State, Zip: Irvine, CA 92606

County: Orange County

Sincerely,


(Signature of Corporate Officer)

3/10/09
(Date)

Greg Ekstrom
(Printed or Typed Name)

(Printed or Typed Corporate Title)

Date: _____

PRODUCTS AND SERVICES OFFERED

GENERAL PURPOSE COMMERCIAL AUTOMATIC DATA PROCESSING EQUIPMENT
END USER COMPUTERS (NORMALLY MICROCOMPUTERS) AND EQUIPMENT USED
PRIMARILY OFF-LINE AND SOFTWARE (Purchase, Maintenance, Repair Service, Repair
Parts, Purchase of Software, Maintenance of Software, and Classroom Training)

On the following chart, indicate the manufacturer(s) of the product(s) being offered under the appropriate class and insert an "X" under the SIN(s) that is being offered with that proposed product. If more room is needed in order to comply with this section, provide the information as an attachment. Refer to the last page of Section B.2 for an example. NOTE: The code listed in the brackets, i.e., "(" and ")" is for internal use only.

HARDWARE: SIN 132-8**FSC Class 7010 – SYSTEM CONFIGURATION**

- ☐ End User Computer
- ☐ Professional Workstations
- ☐ Laptop/Portable/Notebook Computers
- ☐ Servers
- ☐ Large Scale Computers
- ☐ Optical and Imaging Systems
- ☐ Other System Configuration Equipment Not Elsewhere Classified

FSC Class 7025 – INPUT/OUTPUT AND STORAGE DEVICES

- ☐ Printers
- ☐ Displays
- ☐ Graphics, including Video Graphics, Light Pens, Digitizers, Scanners, and Touch Screens
- ☐ Network Equipment
- ☒ Other Communications Equipment

_____ Optical Recognition Input/Output Devices

_____ Storage Devices, including Magnetic Storage, Magnetic Tape Storage and Optical Disk Storage

_____ Other Input/Output and Storage Devices Not Elsewhere Classified

FSC Class 7025 – ADP SUPPORT EQUIPMENT

_____ ADP Support Equipment

FSC Class 7042 – MINI AND MICRO COMPUTER CONTROL DEVICES

_____ Microcomputer Control Devices

_____ Telephone Answering and Voice Messaging Systems

FSC Class 7050 – ADP COMPONENTS

_____ ADP Boards

FSC Class 5995 – CABLE, CORD, AND WIRE ASSEMBLIES: COMMUNICATIONS EQUIPMENT

_____ Communications Equipment Cables

FSC Class 6015 – FIBER OPTIC CABLES

_____ Fiber Optic Cables

FSC Class 6020 – FIBER OPTIC CABLE ASSEMBLIES AND HARNESSSES

_____ Fiber Optic Cable Assemblies and Harnesses

FSC Class 6145 – WIRE AND CABLE, ELECTRICAL

_____ Coaxial Cables

FSC Class 5805 – TELEPHONE AND TELEGRAPH EQUIPMENT

_____ Telephone Equipment

_____ Audio and Video Teleconferencing Equipment

FSC Class 5810 – COMMUNICATIONS SECURITY EQUIPMENT AND COMPONENTS

_____ Communications Security Equipment

FSC Class 5815 – TELETYPE AND FACSIMILE EQUIPMENT

_____ Facsimile Equipment (FAX)

FSC Class 5820 – RADIO AND TELEVISION COMMUNICATION EQUIPMENT, EXCEPT AIRBORNE

_____ Two-Way Radio Transmitters/Receivers/Antennas

_____ Broadcast Band Radio Transmitters/Receivers/Antennas

_____ Microwave Radio Equipment/Antennas and Waveguides

_____ Satellite Communications Equipment

FSC Class 5821 – RADIO AND TELEVISION COMMUNICATION EQUIPMENT, AIRBORNE

_____ Airborne Radio Transmitters/Receivers

FSC Class 5825 – RADIO NAVIGATION EQUIPMENT, EXCEPT AIRBORNE

_____ Radio Navigation Equipment/Antennas

FSC Class 5826 – RADIO NAVIGATION EQUIPMENT, AIRBORNE

_____ Airborne Radio Navigation Equipment

FSC Class 5830 – INTERCOMMUNICATIONS AND PUBLIC ADDRESS SYSTEMS, EXCEPT AIRBORNE

_____ Pagers and Public Address Systems (wired and wireless transmission, including background music systems) (Note: Pager Transmission Services are excluded from this solicitation).

FSC Class 5841 – RADAR EQUIPMENT, AIRBORNE

_____ Airborne Radar Equipment

FSC Class 5895 – MISCELLANEOUS COMMUNICATION EQUIPMENT

_____ Miscellaneous Communications Equipment

Provide the following information, as applicable, for the products offered under Special Item Number 132-8:

_____ Special Physical, Visual, Speech, and Hearing Air Equipment
Provide specific information:

_____ Used Equipment
Provide specific information:

_____ Installation for equipment offered under SIN 132-8
(FPDS Code N070)

_____ Deinstallation for equipment offered under SIN 132-8
(FPDS Code N070)

_____ Reinstallation for equipment offered under SIN 132-8
(FPDS Code N070)

**MAINTENANCE OF EQUIPMENT, REPAIR SERVICE, AND REPAIR PARTS/SPARE
PARTS
SIN 132-12**

_____ Maintenance

_____ Repair Service

_____ Repair Parts/Spare Parts

_____ Third Party Maintenance

TERM SOFTWARE LICENSES: SIN 132-32

FSC Class 7030 – INFORMATION TECHNOLOGY SOFTWARE

Large Scale Computers

_____ Operating System Software

_____ Application Software

_____ Electronic Commerce (EC) Software

_____ Utility Software

_____ Communications Software

_____ Special Physical, Visual, Speech, and Hearing Aid Software

Microcomputers

_____ Operating System Software

_____ Application Software

_____ Electronic Commerce (EC) Software

_____ Utility Software

_____ Communications Software

_____ Special Physical, Visual, Speech, and Hearing Aid Software

PERPETUAL SOFTWARE LICENSES: SIN 132-33

FSC Class 7030 – INFORMATION TECHNOLOGY SOFTWARE

Large Scale Computers

_____ Operating System Software

 X Application Software

_____ Electronic Commerce (EC) Software

_____ Utility Software

 X Communications Software

_____ Special Physical, Visual, Speech, and Hearing Aid Software

Microcomputers

_____ Operating System Software

 X Application Software

_____ Electronic Commerce (EC) Software

_____ Utility Software

☒ Communications Software

☐ Special Physical, Visual, Speech, and Hearing Aid Software

MAINTENANCE OF SOFTWARE: SIN 132-34

☒ Software Maintenance

**TRAINING COURSES FOR INFORMATION TECHNOLOGY EQUIPMENT AND
SOFTWARE
SIN 132-50**

☒ Training Courses

COMMERCIAL SALES PRACTICE CHART FOR:
SIN 132-33
Special Item Number (SIN)

COLUMN 1 Customer or Category of Customer	COLUMN 2 Standard Discount	COLUMN 3 Standard Quantity or Volume of Sales Discounts	COLUMN 4 FOB Delivery Term	COLUMN 5 Concessions
Distributors (sells only to Dealers/Resellers)	10%	0%	Upon contract execution and completion of training	None
Dealers/Resellers (resell to end users)	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
VAR/Systems Integrators	10%	0%	Upon contract execution and completion of training	None
Original Equipment Manufacturers	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
State & Local Governments	0%-5%	0%	Upon contract execution and completion of training	None

Educational Institutions	0%-5%	0%	Upon contract execution and completion of training	None
National Accounts	0%-5%	0%	Upon contract execution and completion of training	None
End Users	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer

COMMERCIAL SALES PRACTICE CHART FOR:
SIN 132-34
Special Item Number (SIN)

COLUMN 1 Customer or Category of Customer	COLUMN 2 Standard Discount	COLUMN 3 Standard Quantity or Volume of Sales Discounts	COLUMN 4 FOB Delivery Term	COLUMN 5 Concessions
Distributors (sales only to Dealers/Resellers)	10%	0%	Upon contract execution and completion of training	None
Dealers/Resellers (resell to end users)	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
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National Accounts	0%-5%	0%	Do not sell to this class of customer	Do not sell to this class of customer
End Users	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer

COMMERCIAL SALES PRACTICE CHART FOR:
SIN 132-50
Special Item Number (SIN)

COLUMN 1 Customer or Category of Customer	COLUMN 2 Standard Discount	COLUMN 3 Standard Quantity or Volume of Sales Discounts	COLUMN 4 FOB Delivery Term	COLUMN 5 Concessions
Distributors (sells only to Dealers/Resellers)	10%	0%	Upon contract execution and completion of training	None
Dealers/Resellers (resell to end users)	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer	Do not sell to this class of customer
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NON-STANDARD DISCOUNTING STATEMENT:

Offeror/Manufacturer establishes fair and reasonable pricing based upon extensive analysis and continues to maintain a competitive edge in the commercial sector without compromising the quality of goods and/or services delivered. Offeror/Manufacturer may on occasion deviate from our standard practices resulting in more favorable discounts than indicated on the Commercial Sales Practices Chart. Such deviations may include, but are not limited to:

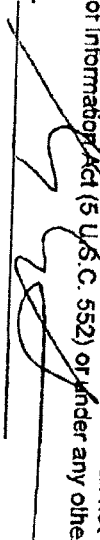
- \$ Goodwill discounts to charity or non-profit organizations
- \$ Compensating an otherwise disgruntled customer or resolving a dispute
- \$ Limited sale of obsolete or damaged goods
- \$ Sale of sample goods to a new customer
- \$ Sale of prototype goods for testing purposes
- \$ Sales or accounts that exceed the GSA established maximum order threshold for this Solicitation
- \$ Historical limits or agreements that act as caps
- \$ Competitive Bids

Offeror/Manufacturer is willing to consider offering Ordering Activities the same non-standard discounts offered to commercial customers should the circumstances listed above apply.

RESTRICTIONS ON DISCLOSURE OF PROPOSAL DATA UNDER THE FREEDOM OF INFORMATION ACT:

This information is deemed by Offeror or Manufacturer to contain trade secrets and confidential commercial or financial information which is privileged and confidential under 5 U.S.C. 552. This information is maintained in confidence in the course of business and is not otherwise publicly available. This information is submitted to the Federal Government in confidence and it is understood that it is received with that intent. Accordingly, this information shall not be released or disclosed outside the Federal Government under the Freedom of Information Act (5 U.S.C. 552) or under any other circumstances.

Signature of Corporate Officer



Date:

3/16/09



TeleStaff™

FAX

PDSI • 50 Corporate Park, Irvine, California 92606 • tel (800) 850-7374 • fax (714) 703-3000
www.telestaff.com

To:	Rubennia Woods	From:	Michelle Nelson
Fax:	404-658-6064	Total Pages:	23 pages
Phone:		Date:	2/26/10
Re:		CC:	

Comments:

This facsimile is intended only for the use of the named addressee and may contain information that is confidential or privileged. Any dissemination, distribution or copying of this facsimile is strictly prohibited. If you have received this facsimile in error, please notify the sender immediately.

TRANSMITTAL FORM FOR LEGISLATION

TO: MAYOR'S OFFICE

ATTN: CANDACE L. BYRD

Dept.'s Legislative Liaison: Rubennia W. Woods

Contact Number: 404-865-8084

Originating Department: Department of Corrections - Office of the Chief

Committee(s) of Purview: Finance/Executive Committee

Anticipated Committee Meeting Date(s): March 31, 2010

Anticipated Full Council Date: April 19, 2010

Legislative Counsel's Signature: _____

Commissioner Signature: _____

Chief Procurement Officer Signature: _____

3/11/10

CAPTION

A RESOLUTION AUTHORIZING THE MAYOR TO ENTER INTO A COOPERATIVE PURCHASING AGREEMENT PURSUANT TO SECTION 2-1604 ET. SEQ. OF THE CITY OF ATLANTA CODE OF ORDINANCES, UTILIZING THE UNITED STATES OF AMERICA GSA SCHEDULE #GS-35F-0111K, SOFTWARE HOUSE INTERNATIONAL (PRINCIPAL DECISION SYSTEMS INTERNATIONAL [PDSI] TELE STAFF WORKFORCE MANAGEMENT) IN AN AMOUNT NOT TO EXCEED SIXTY NINE THOUSAND ONE HUNDRED SEVEN AND NINETY FIVE CENTS (\$69,107.95). ALL CONTRACTED WORK TO BE CHARGED AND PAID FROM PATEO (P) 19200769, (A) 770191491 (T) 109 (E) 5213001 (O) COA; AND FOR OTHER PURPOSES.

Mayor's Staff Only

Received by CPO: _____

(date)

Received by LC from CPO: _____

(date)

Received by Mayor's Office: _____

(date)

Reviewed by: _____

(date)

Submitted to Council: _____

(date)